



Cost Management Certification

A 4-Month On-line Development Program

Accelerate

from Purchasing 101 to Purchasing 4.0



Qualifies for 32 hours of Continuing Education Credit for Professional Certification

For new buyers seeking essential skills and experienced buyers seeking cutting edge techniques to succeed



The APD Cost Management Certification is a 4-month development program designed to provide purchasing professionals with the knowledge, skills and take-away tools required to understand and achieve should-be direct material costs.

We provide a new look at Purchasing 101 foundations while accelerating individuals to Purchasing 4.0 where data is leveraged with Artificial Intelligence (AI) and machine learning to move to optimal pricing, should-be costs and predictive cost modeling.

Course materials are based upon the processes, techniques and real-world insights we have gained during our 15 years in-the-industry experience helping clients identify, analyze and negotiate better pricing with their suppliers.

The Program is designed to improve buyer abilities to:

- Conduct best practice sourcing events/construct effective market tests for new and existing business
- Understand manufacturing costs
- Evaluate supplier pricing with or without cost breakdowns from suppliers
- Build different types of cost models to estimate pricing on new programs and to evaluate supplier quotes
- Choose the right cost methods and models for their commodities
- Conduct effective knowledge-based negotiations to obtain cost transparency and move pricing towards optimal
- Identify cost reduction opportunities with detailed cost breakdowns and cost models
- Respond rapidly to sales and engineering cost enquiries

The Program is delivered as follows:

- A two hour on-line group session for four consecutive months
- On-demand video podcasts with additional content
- Take away assignments and on-line exercises to be completed approximately two weeks after each session. The exercises are designed to reinforce the most important aspects of the training sessions and identify areas of emphasis for the next session.
- Self-directed projects to reinforce & put key techniques into practice.

Participants receive 32 hours of continuing education credits for professional certifications



PROGRAM CURRICULUM

Practical skill building for direct materials buyers to implement knowledge-based purchasing

Four-month development program for new buyers seeking essential skills and experienced buyers seeking cutting edge techniques to succeed

Better pricing obtained on sourced components with cost transparency

Month 1 – Constructing Effective Market Tests - Understanding Costs & Effective Use of Cost Breakdowns

- Constructing effective market tests
- Understanding supplier costs with manufacturing cost accounting
- Building effective cost breakdowns
- Analyzing supplier quotes with and without cost breakdowns

Month 2 – Building and Using Price and Cost Models

- Building an effective data warehouse
- Developing and using linear, multivariate and statistical models to estimate price and manufacturing process parameters like machine size, cycle time and scrap
- How to use models to estimate pricing on new programs and to evaluate supplier quotes (beginning)
- How to segment commodities and choose the most effective cost model for a commodity

Month 3 – Validating Optimal Costs

- Analyzing supplier quotes against your cost models (Advanced), industry cost models and actual open book cost models
- Assessing the effectiveness of a cost model
- Using a cost model and supplier quote history to develop probability pricing
- Negotiating with cost models
- Learning how to use preparation, knowledge, and aspiration to improve negotiation results

Month 4 – Total Acquisition and Relationship Costs

- Calculating the impact of manufacturing inflation and currency on cross border purchases
- Evaluating the total cost of maintaining a supplier relationship
- Including the time value of money for sourcing decisions using Net Present Value
- Exploring cross cultural and team negotiation techniques

Participants receive excel-based tools to rapidly implement proven process

TO SIGN UP:

- Click [HERE](#) to sign up or visit apurchasingd.com/cost-certification/
- Group discount available for groups of 3 or more.
- Call Mike Betz – 248-977-0918
mbetz@apurchasingd.com

PROGRAM INFORMATION	FEBRUARY COHORT	MARCH COHORT	APRIL COHORT	MAY COHORT
EARLY BIRD ENDS	January 5	January 15	March 19	April 16
MODULE 1 LIVE	February 2	March 2	April 6	May 4
MODULE 2 LIVE	March 9	April 13	May 11	June 8
MODULE 3 LIVE	April 20	May 18	June 15	July 20
MODULE 4 LIVE	May 25	June 22	July 27	August 24
Standard Rate	\$1,250	\$1,250	\$1,250	\$1,250
Early Bird Rate	\$1,000	\$1,000	\$1,000	\$1,000

About APD

Founded in 2004 by Jeff Burris to feed his passion for understanding costs and working collaboratively with suppliers, APD has a 16-year history of helping clients find answers to the four fundamental cost questions:

- What does it cost?
- What should it cost?
- What is the plan to close the gap?
- What is the plan to reduce the should-be cost?

Jeff has been joined by managing partners Michael Betz and Wolfgang Greil who bring a wealth of costing, AI and machine learning experience to the APD team.

Together, Jeff, Mike and Wolfgang are plotting the course for Purchasing 4.0 where vast sums of cost and pricing data are leveraged with AI and machine learning to provide predictive cost and pricing analytics.

About Jeff Burris



With over thirty years of experience, Jeff Burris has always possessed deep passions for understanding and reducing costs. Burris leveraged these passions to lead his purchasing staffs at Ford Motor Company, Metaldyne and Magna to successful records of substantially increased savings.

His successes in purchasing led him to the executive boardroom as a Chief Procurement Officer and P&L Group General Manager. A proven global manager, he can be credited with establishing supply and running profitable facilities and joint ventures in India, Korea and Mexico.

An active alumnus, Burris earned his Bachelors of Science degree in Supervision at Purdue University and received an MBA in Operations from Indiana University. Involved in the industry community, he is a long serving member of the Board of Governors for the Original Equipment Supplier Association (OESA) Chief Procurement Officer Council.

He is a recognized industry leader and frequently speaks to executives at industry events on the role of Purchasing and how companies can maximize their purchasing ROI.

Burris lives in Plymouth, MI with his wife, Cheryl, where they stay close to four grown children.

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